Approved For Release 2005/02/17 : CIA-RDP78B04770A001400010036-8

STAT

Proj. 02108
Rec'd 12/8/67

GEN PREC WA

STAT THIS IS [redacted] 7 DECEMBER 1967
674535

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REFERENCE: YOUR TWX DATED 28 NOVEMBER 1967
RAI MONORAD BIORAD

THE FOLLOWING ARE THE ANSWERS TO THE QUESTIONS IN YOUR REFERENCED TWX:

1. ANY REPLACEMENT OF GEARS BY OTHER MECHANISMS SHOULD NOT BE TAKEN SERIOUSLY IN TERMS OF LOWER PRODUCTION FOR EITHER THE PROTOTYPE OR A LARGE PRODUCTION RUN. IN FACT, THEY SHOULD NOT EXPECT A DECREASE OF MORE THAN $10.00 PER UNIT.

2. BID ESTIMATES FOR THE FOLLOWING INCLUDE:

MONORAD	BIORAD	
990	1160	LOTS OF 100 UNITS
1190	1360	LOT OF 50 UNITS
17.5K	19.5K	LOT OF 20 UNITS
24.338K	26.36K	LOT OF 5 UNITS
24.338K	26.36K	LOT OF 1 UNIT

IT SHOULD BE EMPHASIZED THAT THIS LIST DOES NOT BUILD UNITS IN LOTS OF ONE UP TO 5, THEY HAVE TO BE BUILT IN HAND. THERE, THERE WOULD NOT BE ANY TOOLING WHICH IN TURN WOULD NOT GIVE THEM THE ADVANTAEGE OF A PRODUCTIN SAVINGS. AS CAN BE SEEN FROM THE TABULATION, THE BREAK ON A PRODUCTION RUN WOULD START AT APPROXIMATELY 5 UNITS AND WOULD START TO GIVE THEM AN ADVANTAGE AS YOU APPROACH 50 UNITS.

3. YOUR EXPLANATION IS CORRECT FOR THE PROTOTYPE MODEL. THERE WILL BE NO SIGNIFICANT DIFFERENCE IN PRICE BETWEEN THE TWO CONFIGURATIONS. HOWEVER, THERE WILL BE A SUBSTANTIAL DIFFERENCE FOR INCREASING PRODUCTION QUANTITIES. FOR EXAMPLE, AS WE APPROACH 100 UNITS, THE DIFFERENCE APPROACHES 15%.

4. DIFFERENT EYEPIECES WILL DEFINITELY AFFECT COST. SINCE THERE WILL BE SOME FINITE NUMBER OF SIZES (PROBABLY IN THE ORDER OF 3) WE SHOULD CONSIDER INTERCHANGEABILITY. COES THE CUSTOMER WISH TO Probably USE THE PAD FOR DIFFERENT MICROSCOPES? COSTS OF COURSE, WILL INCREASE IF WE HAVE TO MAKE PROVISION FOR INTERCHANGING. THE REAL DECISION SHOULD COME FROM THE CUSTOMER BASED ON HIS NEEDS. SMALL PRODUCTIN QUANTITIES OF INDIVIDUAL TYPES SHOULD BE CONSIDERED. HOWEVER, OUR UNDERSTANDING IS THAT THE EYEPIECES ARE BASICALLY THE SAME AS THAT OF THE WILD EYEPIECES. IF THIS IS TRUE, THE PROBLEM GOES AWAY.

5. IT IS ESTIMATED THAT THE WEIGHT OF THE MONORAD WOULD BE APPROXIMATELY 3.7 POUNDS WHILE THE WEIGHT OF THE BIORAD WOULD BE APPROXIMATELY 5.7 POUNDS.

6A. THERE IS NO DIFFERENCE IN PATH LENGTH.

6B. THE NUMBER OF OPTICAL ELEMENTS IN THE TRAIN IS REDUCED DUE TO INTERPUPILLARY SPACING. THIS SAVINGS, IS COMPOUNDED BY THE FACT THAT THE RAPID ALIGNMENT DEVICE THAT WE HAVE PROPOSED MUST MATE WITH THE UNITS DESIGNATED IN THE REQUEST WHICH ARE NOT PARALLEL PITS OF OPTICAL TRAINS BUT ARE ONES IN WHICH THE CENTER OF THE OPTICS TRAIN FOR EACH EYE IS ALLOWED TO BE VARY BY AN ANGLE FROM THE OTHER UP TO 15 DEGREES DEPENDING UPON THE OPERATOR.

6C. THE TRANSMISSION DIFFERENCE BETWEEN THE OPTICAL TRAINS IS EXPECTED TO BE LESS THAN 2%.

6D. COLOR CODING WOULD BE AFFECTED BY USING FILTER IN ONE OPTICAL TRAIN.

FOR CLARIFICATION ON LINK'S PART AND ON YOUR PART WHEN DISCUSSING WITH THE CUSTOMER, THE FOLLOWING DEFINITION SHOULD BE OFFERED AS:

PROTOTYPE ----- IT IS INTENDED TO CONVEY THAT THE PROTOTYPE WILL BE A WORKING INSTRUMENT. FOLLOW-ON PRODUCTION UNITS SHOULD BE THE SAME AS THE PROTOTYPE EXCEPT FOR SMALL MODIFICATIONS TO FACILITATE PRODUCTION AND/OR TO COMPLY WITH OTHER CUSTOMER REQUIREMENTS. THECOST IS THE SAME AS A PRODUCTION RUN OF ONE.

DEMONSTRATION MODEL ---- THIS INSTRUMENT SHOULD BE INTERPRETED AS A MOCK-UP WITH ALL THE OPTICS AND MECHANISMS NECESSARY TO DEMONSTRATE TO THECUSTOMER THE PROPOSED OPTICAL AND MECHANICAL CONFIGURATION. IT WILL NOT BE A WORKING INSTRUMENT. HOWEVER, IT CAN BE UTILIZED TO PROVE FEASIBILITY IN AN ACTUAL UNIT. THE COST FOR THIS MODEL WOULD BE APPROXIMATELY 15% FOR THE MONORAD AND 17% FOR THE BIORAD.

SORRY FOR ALL THE TYPO ERRORS -----LINK

END TO YOU

Declass Review by NGA.
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